

Q1-Q3 2005 Analysts meeting.

Deutsche Telekom.

November 9, 2005.

Business Customers

Lothar Pauly



Disclaimer.

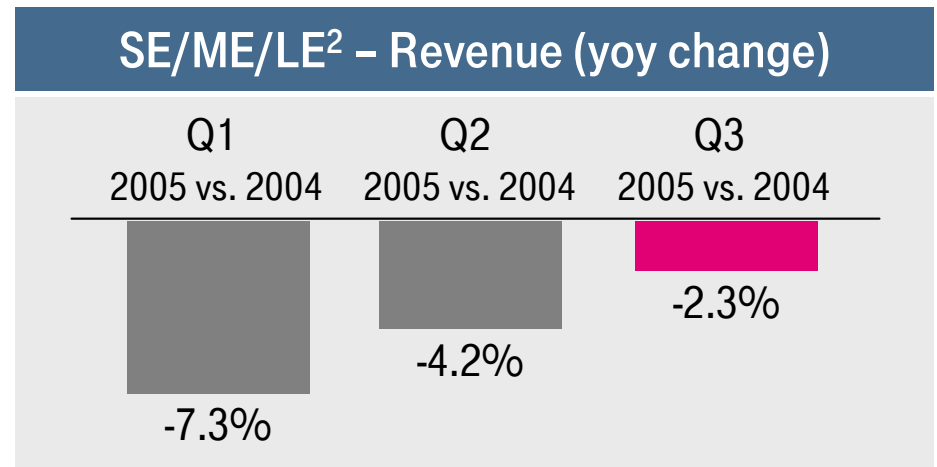
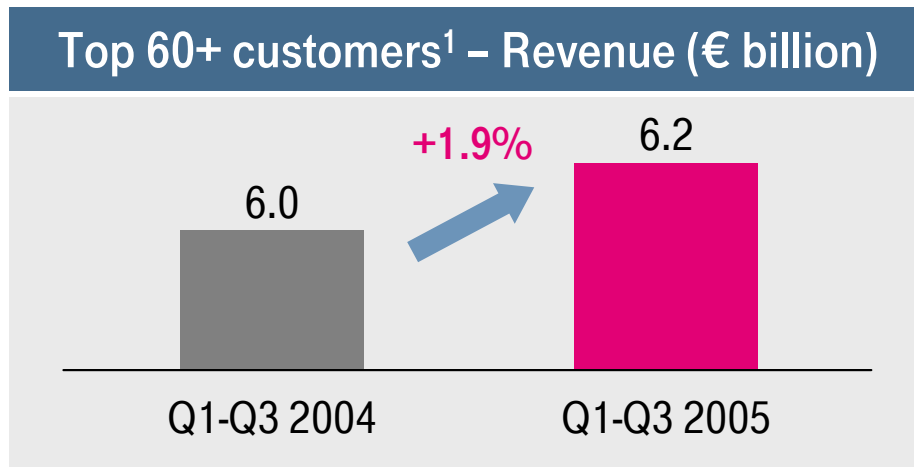
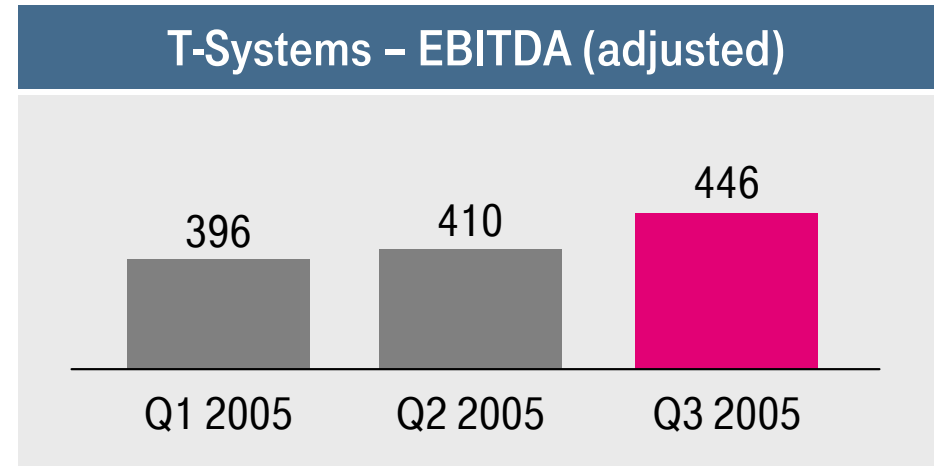
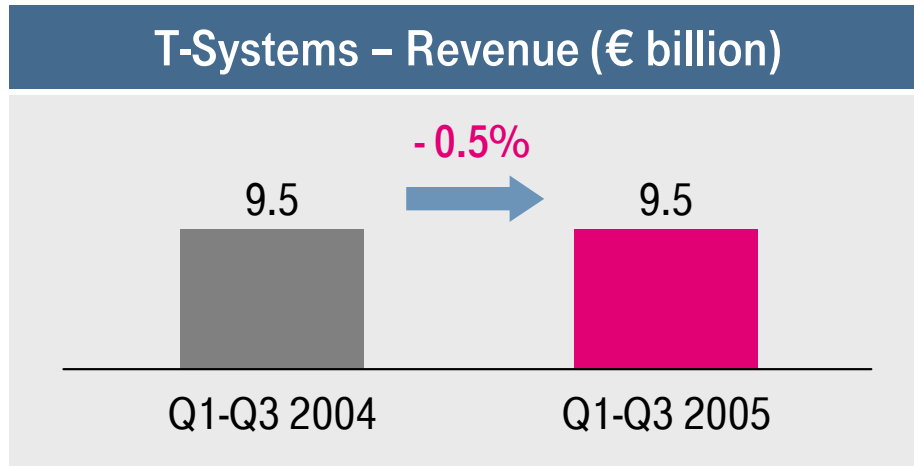
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This presentation contains financial information that has been prepared in accordance with International Financial Reporting Standards, or "IFRS," and on the basis of the new strategic business areas. The IFRS financial information contained in this report was prepared on the basis of the assumption that, with the exceptions of IAS 39 "Financial Instruments: Recognition and Measurement" and IFRIC 3 "Emission Rights," all existing standards and interpretations that have been issued by the International Accounting Standards Board (IASB) and the International Financial Reporting Interpretations Committee (IFRIC) will be fully endorsed by the EU. The accounting policy for financial instruments takes into account the proposed EU revisions to IAS 39 and complies with the amended IAS 39. IFRIC 3 is not relevant for Deutsche Telekom. Subject to EU endorsement of outstanding standards and no further changes from the IASB, the information presented here is expected to form the basis for reporting Deutsche Telekom's financial results for 2005, and for subsequent reporting periods. However, Deutsche Telekom cannot assure you that there will not be material changes in IFRS between the date of this Interim Report and the first date on which Deutsche Telekom is required to publish financial statements for 2005, 2004 or 2003 under IFRS.



T-Systems – Focus on growth.

Financial performance – in line with our strategy.

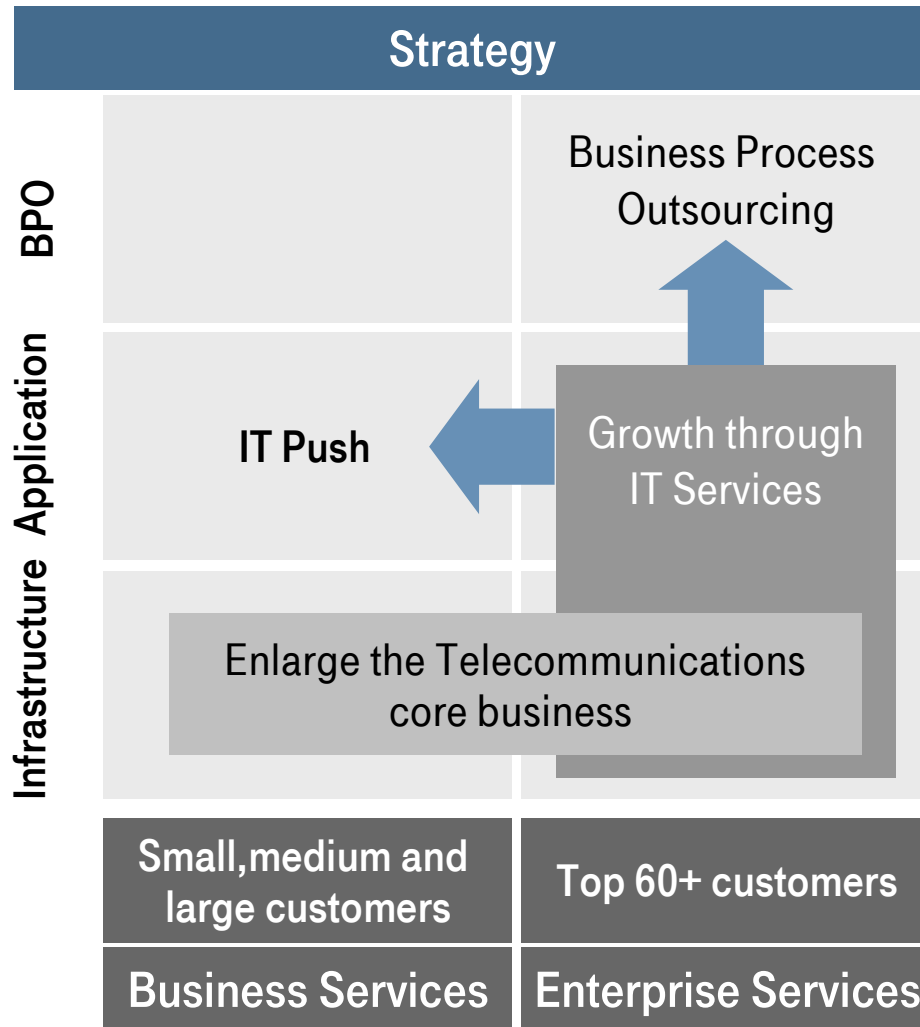


1 Enterprise Services
2 Business Services



T-Systems – Focus on growth.

Leveraging the unique IT and TC strengths.



Enlarge the TC core business

Top 60+ customers:

- Cross-selling in existing customer base

Small, medium and large customers:

- Enlarge customer base

Growing with IT Services

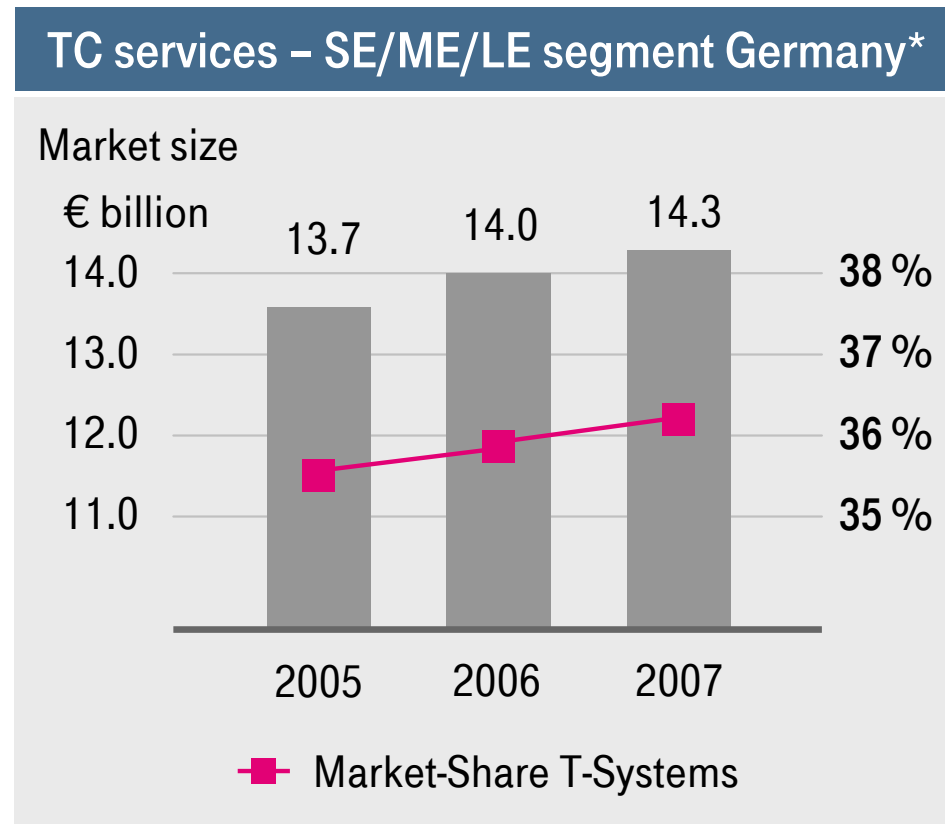
Top 60+ customers:

- Growing in the IT Outsourcing business
- Roll-Out of Business Process Outsourcing

Small, medium and large customers:

- IT Push targeting medium and large Enterprises

Small, medium and large customers¹ – Focus on growth. Enlarge the Telecommunications core business.



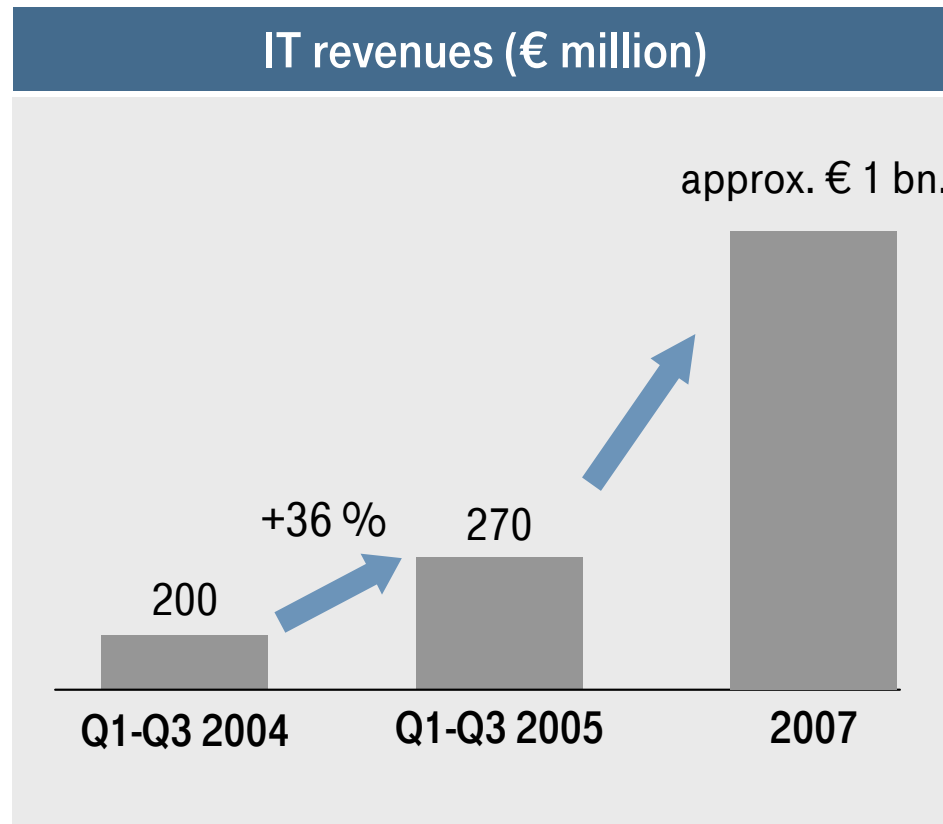
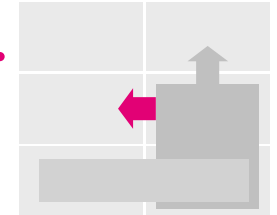
- Stabilize market share in Business Voice and Legacy data
 - Churn Prevention
 - Competitive pricing
- Growing the overall TC market share through
 - Product bundles incl. Mobile solutions
 - IP Solutions/LAN Services

1 Business Services
2 Source: Gartner, IDC



Small, medium and large customers¹ – Focus on growth.

Pushing IT services into the medium and large customers segment.



Push IT

- Position Business Services among the Top IT service providers for the German “Mittelstand”
- Leveraging the Group’s IT expertise and scale effects in cross-selling IT to Small, medium and large customers
- Differentiate from Competition through IT/TC product bundles

1 Business Services



Top 60+ customers – Focus on growth.

IT and business outsourcing as a profitable growth engine.



USP

Leveraging our unique selling proposition
T-Systems is the only provider able to offer full ITC services incl. mobile

Growth

Increasing the share of wallet in our existing customer base
Further cross-selling of our entire TC and IT services portfolio
Acquiring new customers through big ICT deals in Western Europe
3 big deals targeted in 2006, 4 big deals in 2007
Business Process Outsourcing
Leveraging our captive billing & collections capabilities in the external market
Clear focus on the most promising areas with the highest growth rates

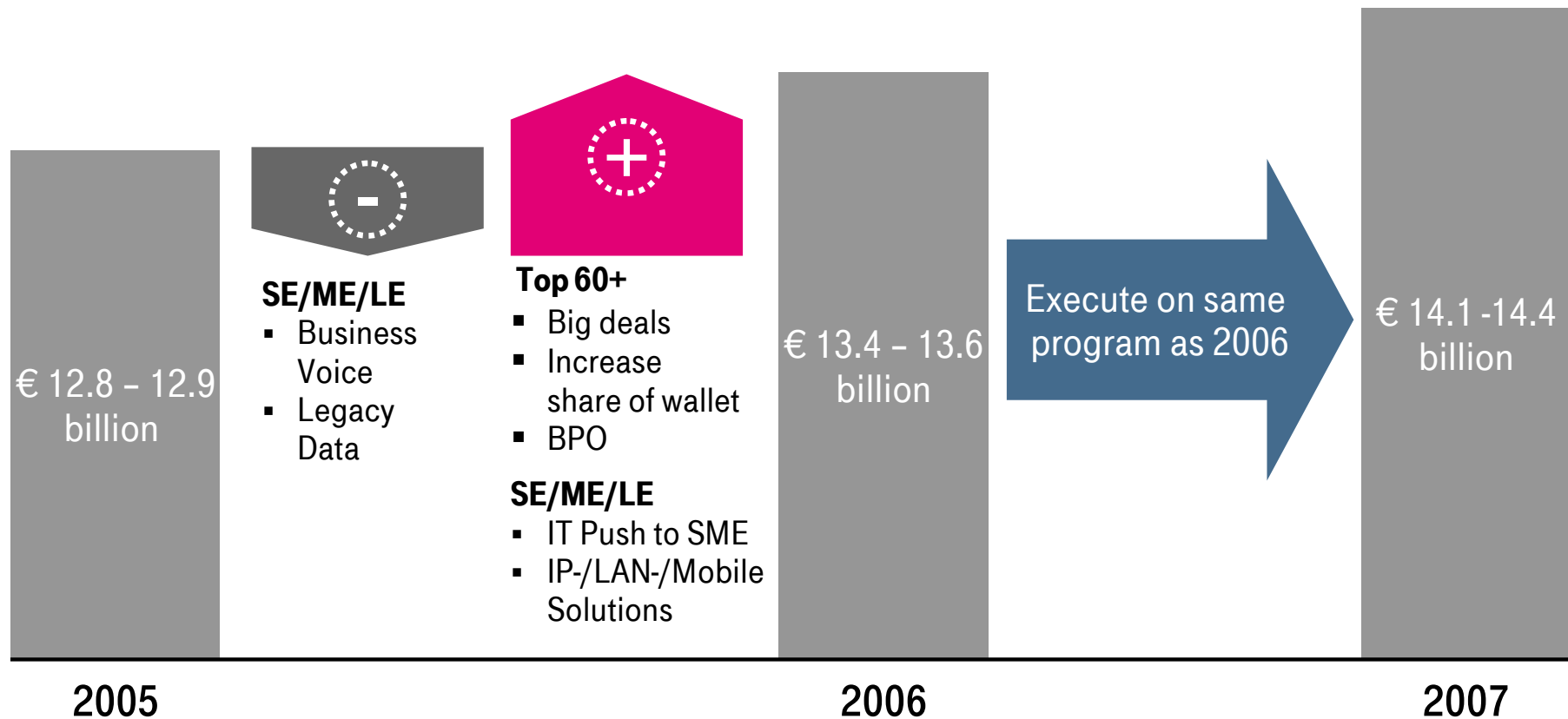
Efficiency

Enhancing the efficiency
Near- and Off- shoring to optimize cost structure in Systems Integration
€ 500 million cost savings until 2007 through IT platform consolidation



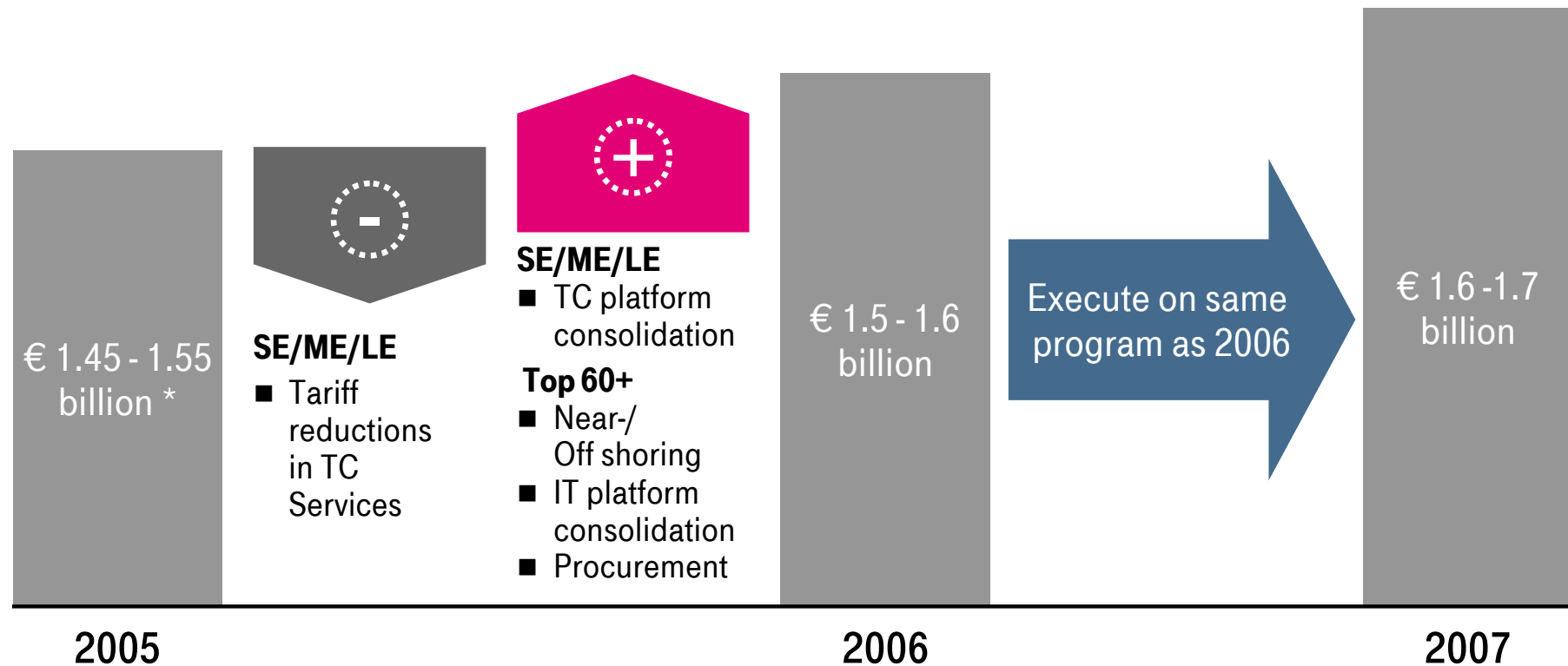
T-Systems – Focus on growth.

Revenue CAGR expected of > 5%.



T-Systems – Focus on growth.

EBITDA is expected to increase to € 1.6 - 1.7 billion.



* Company Guidance for 2005

